

MLS Area: Glenview / Golf



ART WILSON
 Broker, Realtor
 847-363-1599
 www.NorthShoreHomesOnline.com
 Art.Wilson@cbexchange.com



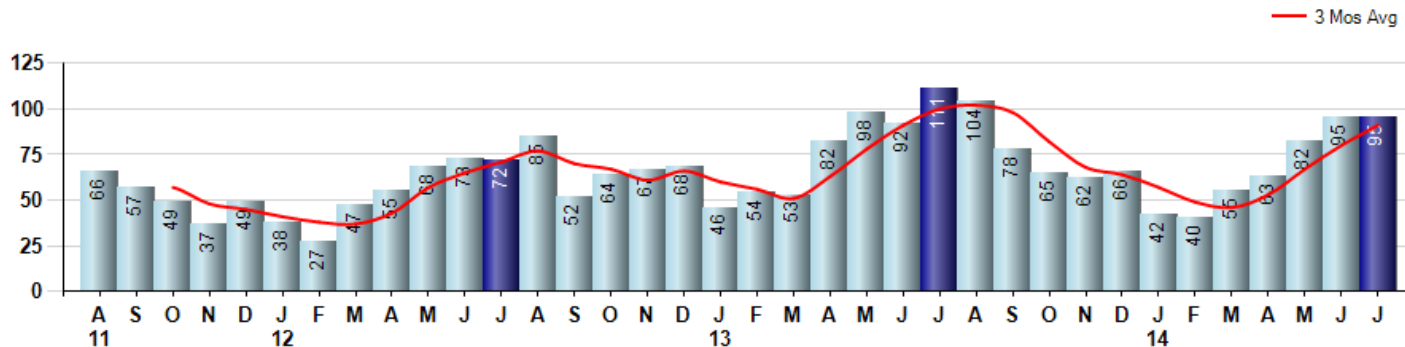
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$590,000	↔		↑				
Average List Price of all Current Listings	\$712,073	↔		↑				
July Median Sales Price	\$419,000	↑	↓	↓	↑	\$428,500	↑	↑
July Average Sales Price	\$530,301	↑	↑	↑	↑	\$505,720	↑	↑
Total Properties Currently for Sale (Inventory)	271	↑		↑				
July Number of Properties Sold	95	↔		↓		472	↓	
July Average Days on Market (Solds)	30	↓	↓	↓	↓	43	↓	
July Month's Supply of Inventory	2.9	↑	↑	↑	↓	3.5	↓	↔
July Sale Price vs List Price Ratio	97.6%	↓	↑	↓	↑	97.3%	↑	↑

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

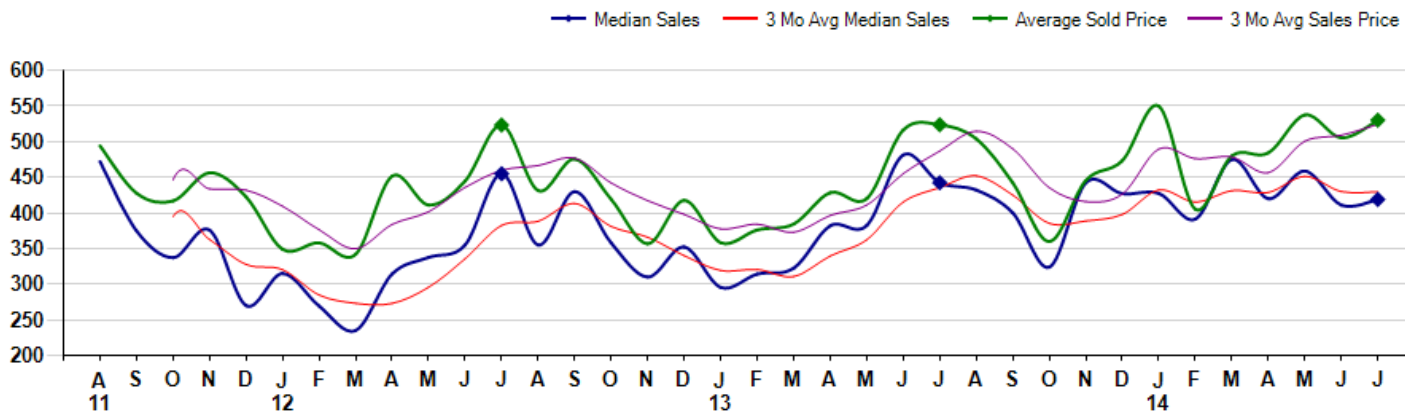
July Property sales were 95, down -14.4% from 111 in July of 2013 and equal to 0.0% 95 sales last month. July 2014 sales were at a mid level compared to July of 2013 and 2012. July YTD sales of 472 are running -11.9% behind last year's year-to-date sales of 536.



Prices

The Median Sales Price in July was \$419,000, down -5.3% from \$442,500 in July of 2013 and up 1.9% from \$411,000 last month. The Average Sales Price in July was \$530,301, up 1.2% from \$523,756 in July of 2013 and up 4.9% from \$505,334 last month. July 2014 ASP was at highest level compared to July of 2013 and 2012.

Median means Middle (the same # of properties sold above and below Median) (000's)



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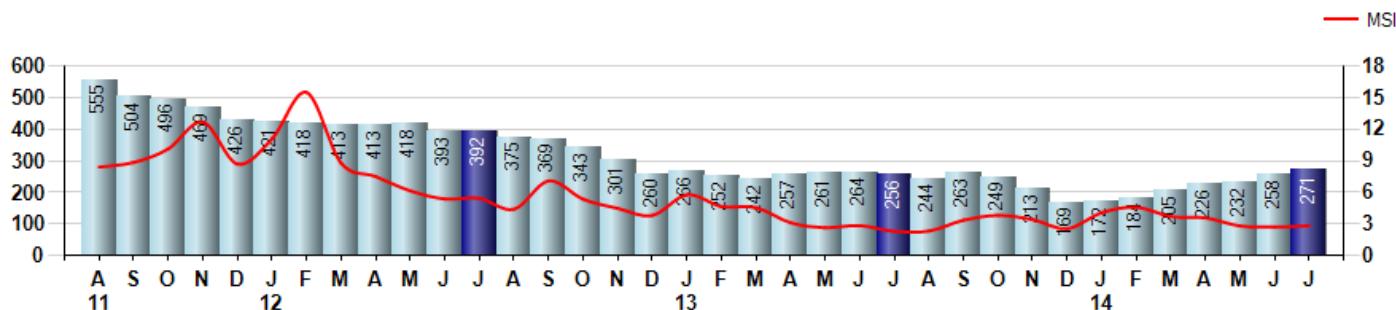
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Inventory & MSI

The Total Inventory of Properties available for sale as of July was 271, up 5.0% from 258 last month and up 5.9% from 256 in July of last year. July 2014 Inventory was at a mid range compared to July of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The July 2014 MSI of 2.9 months was at a mid range compared with July of 2013 and 2012.

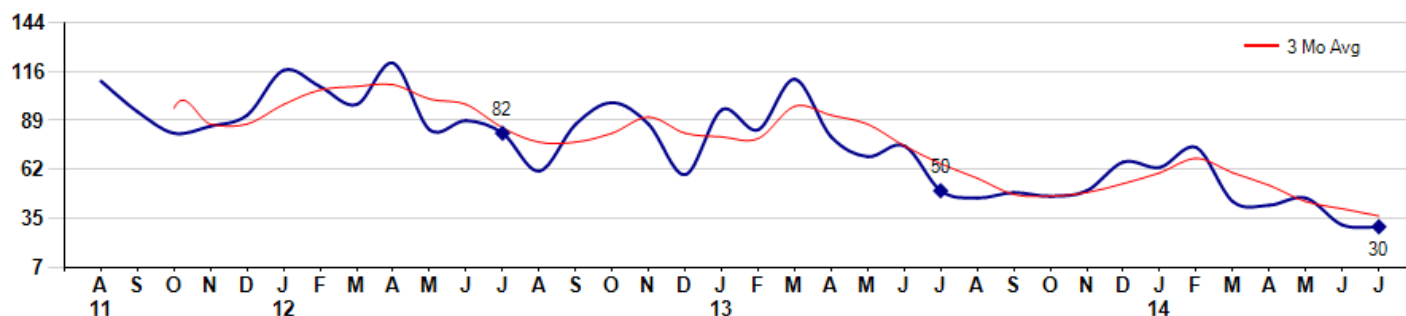
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



Market Time

The average Days On Market(DOM) shows how many days the average Property is on the Market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for July was 30, down -3.2% from 31 days last month and down -40.0% from 50 days in July of last year. The July 2014 DOM was at its lowest level compared with July of 2013 and 2012.

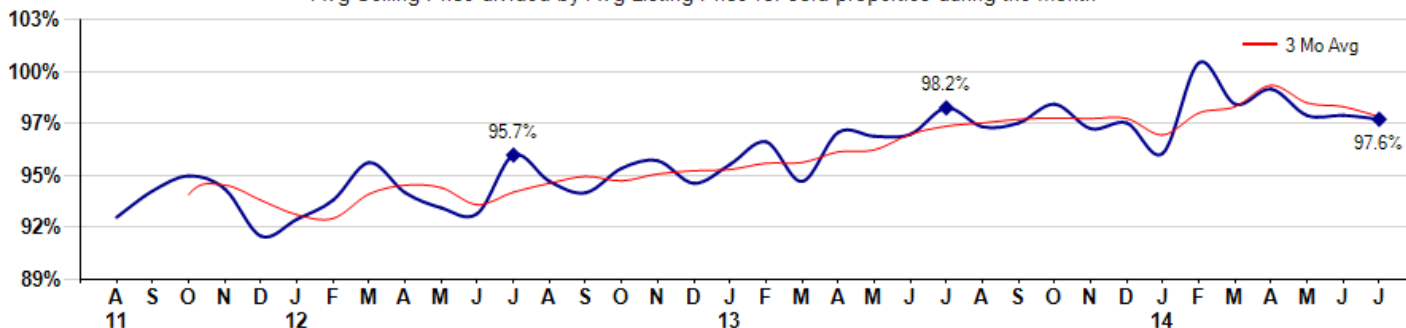
Average Days on Market(Listing to Contract) for properties sold during the month



Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The July 2014 Selling Price vs List Price of 97.6% was down from 97.8% last month and down from 98.2% in July of last year.

Avg Selling Price divided by Avg Listing Price for sold properties during the month



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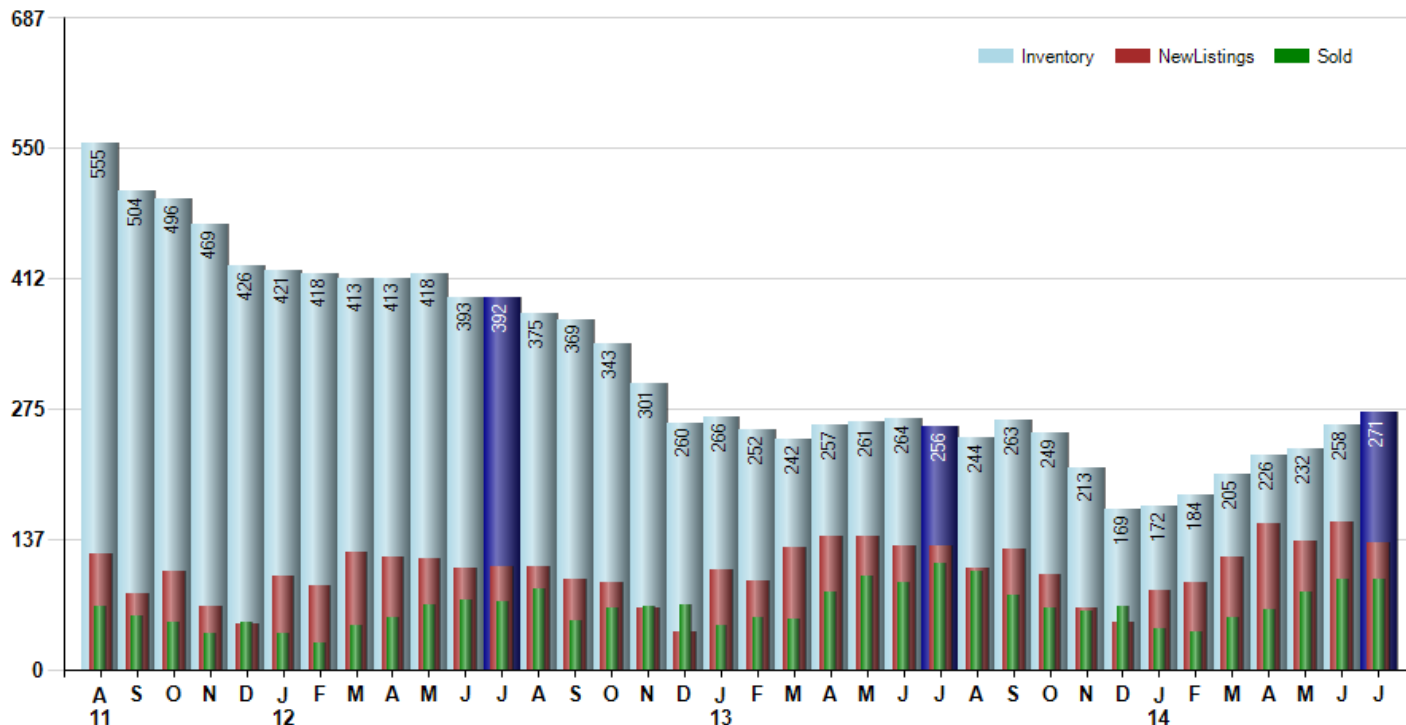
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Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in July 2014 was 133, down -14.2% from 155 last month and up 2.3% from 130 in July of last year.



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MARKET ACTION REPORT

July 2014

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Homes Sold	66	57	49	37	49	38	27	47	55	68	73	72	85	52	64	67	68	46	54	53	82	98	92	111	104	78	65	62	66	42	40	55	63	82	95	95
3 Mo. Roll Avg			57	48	45	41	38	37	43	57	65	71	77	70	67	61	66	60	56	51	63	78	91	100	102	98	82	68	64	57	49	46	53	67	80	91

	(000's) A 11	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J
Median Sale Price	472	375	337	376	270	315	270	235	314	338	355	455	355	430	358	310	352	296	314	323	382	383	482	443	432	400	324	442	427	428	391	475	420	459	411	419
3 Mo. Roll Avg			395	363	328	320	285	273	273	296	336	383	388	413	381	366	340	319	321	311	340	362	415	436	452	425	385	389	398	432	415	431	429	451	430	430

	A 11	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J
Inventory	555	504	496	469	426	421	418	413	413	418	393	392	375	369	343	301	260	266	252	242	257	261	264	256	244	263	249	213	169	172	184	205	226	232	258	271
MSI	8	9	10	13	9	11	15	9	8	6	5	5	4	7	5	4	4	6	5	5	3	3	3	2	2	3	4	3	3	4	5	4	4	3	3	3

	A 11	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J
Days On Market	111	94	82	86	92	117	108	98	121	84	89	82	61	87	99	87	59	95	84	112	80	69	75	50	46	49	47	50	66	63	74	44	42	46	31	30
3 Mo. Roll Avg			96	87	87	98	106	108	109	101	98	85	77	77	82	91	82	80	79	97	92	87	75	65	57	48	47	49	54	60	68	60	53	44	40	36

	A 11	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J
Price per Sq Ft	190	181	198	184	173	175	152	158	159	177	183	193	182	189	185	181	185	158	183	171	190	180	208	204	216	214	182	204	208	200	213	226	214	230	218	225
3 Mo. Roll Avg			190	188	185	177	167	162	156	165	173	184	186	188	185	185	184	175	175	171	181	180	193	197	209	211	204	200	198	204	207	213	218	223	221	224

	A 11	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J
Sale to List Price	0.924	0.938	0.946	0.939	0.914	0.923	0.933	0.953	0.937	0.929	0.926	0.957	0.943	0.937	0.950	0.954	0.942	0.952	0.964	0.943	0.969	0.967	0.968	0.982	0.972	0.974	0.984	0.971	0.974	0.958	1.006	0.984	0.992	0.978	0.978	0.976
3 Mo. Roll Avg			0.936	0.941	0.933	0.925	0.923	0.936	0.941	0.940	0.931	0.937	0.942	0.946	0.943	0.947	0.949	0.949	0.953	0.953	0.959	0.960	0.968	0.972	0.974	0.976	0.977	0.976	0.976	0.968	0.979	0.983	0.994	0.985	0.983	0.977

	A 11	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J
New Listings	121	80	103	66	48	98	88	123	119	116	107	109	108	95	91	64	39	105	93	129	141	140	130	130	106	126	100	64	49	83	92	119	154	135	155	133
Inventory	555	504	496	469	426	421	418	413	413	418	393	392	375	369	343	301	260	266	252	242	257	261	264	256	244	263	249	213	169	172	184	205	226	232	258	271
Sales	66	57	49	37	49	38	27	47	55	68	73	72	85	52	64	67	68	46	54	53	82	98	92	111	104	78	65	62	66	42	40	55	63	82	95	95

	(000's) A 11	S	O	N	D	J 12	F	M	A	M	J	J	A	S	O	N	D	J 13	F	M	A	M	J	J	A	S	O	N	D	J 14	F	M	A	M	J	J
Avg Sale Price	494	428	417	457	423	349	358	342	452	411	445	523	431	476	419	357	418	358	376	384	429	420	517	524	504	442	360	446	473	550	405	480	484	538	505	530
3 Mo. Roll Avg			446	434	432	409	377	350	384	402	436	460	467	477	442	417	398	378	384	373	396	411	455	487	515	490	435	416	426	490	476	478	457	501	509	524

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